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LAW OFFICES
ENGSTROM, LIPSCOMB & LACK

A PROFESSIONAL CORPORATION
11601 WILSHIRE BOULEVARD, 14TH FLOOR
LOS ANGELES, CALIFORNIA 90025
TELEPHONE 310-552-3800
FACSIMILE 310-552-9434

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April 4, 2024

VIA ECF

Hon. Paul G. Gardephe, U.S.D.J.
United States District Court
Southern District of New York
Thurgood Marshall U.S. Courthouse
40 Foley Square, Court Room 705
New York, New York 10007

**Re: *Brink's Global Services USA, Inc. v. Bonita Pearl, Inc., et al.*,
Case No.: 1:22-CV-06653-PGG**

Dear Judge Gardephe:

We represent Defendants and Counterclaimants in the referenced litigation. As per Section IV(A) of the Court's Individual Rules of Practice, we write to respond to the request of Brink's Global Services USA, Inc. ("Brinks") for a pre-motion conference regarding Brinks' planned motion to dismiss the non-contract claims asserted in our Counterclaim. (Dkt 236)

Brinks' Contract is an Invalid Contract of Insurance

Brinks contends its only contractual agreement, embodied in §X(B) of the contract, is to pay for any property that is lost while Brinks is responsible for it, and it is willing to pay in the amounts on Counterclaimants' manifests, even though it admits no fault for the theft. New York Consolidated Laws ("NYCL") Insurance Law §1101(a)(1) defines "Insurance contract" as any agreement or other transaction whereby one party is obligated to confer benefit of pecuniary value upon another party upon the happening of a fortuitous event that will adversely impact the other party financially. Section 1101(a)(2) defines "Fortuitous event" as any occurrence which is to a substantial extent beyond the control of either party. Brinks is selling insurance.

NYCL Insurance Law §1102(a) prohibits any company from doing insurance business in New York unless authorized by a license in force pursuant to the provisions of that chapter, or unless exempted. Brinks has no license to do insurance business and no exemption. NYCL Insurance Law §3102(c)(1) requires that insurance policies be approved by the Superintendent, use common language, be written in a clear and coherent manner, and be printed in at least 10-point type. Brinks' contract fails all these tests.

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Contracts similar to Brinks' agreement to pay for loss have been found to be insurance contracts. *Ollendorff Watch Co. v. Pink*, 279 N.Y. 32, 35–36, 17 N.E.2d 676 (1938) (Watch seller's agreement to pay for any damage within a year from sale); *People by Abrams v. American Motor Club, Inc.*, 133 A.D.2d 593, 594, 520 N.Y.S.2d 383, 385 (N.Y. App. Div. 1987) (Motor club's prepaid collision service contract); *Hamberg v. Guaranteed Mortg. Co. of New York*, 180 Misc. 276, 280, 38 N.Y.S.2d 165, 172 (N.Y. Sup. Ct. 1942) (Guaranty of payment of mortgage as inducement to the purchaser of the mortgage); *Gerenstein v. Weiner*, 9 Misc.2d 259, 260, 164 N.Y.S.2d 122, 123 (N.Y. App. Term. 1957) (Contract of neon sign servicer to replace defective or broken tubes not his own product was unenforceable insurance contract because it was assumption of a fortuitous risk); *Seekamp v. Fuccillo Automotive Group, Inc.*, 2010 WL 980581, at *5–7 (N.D.N.Y., Mar. 15, 2010) (Auto dealer's discount on purchase of new vehicle following theft of any vehicle with anti-theft device could be illegal insurance contract because theft is a fortuitous event, thus overcoming motion to dismiss). Based on these statutes and cases, Brinks' contract is an illegal insurance policy, and that renders all its language limiting the amount it will pay unenforceable. It also invokes tort rather than contract duties.

The Negligence Claim is Viable Notwithstanding the Contract

"A tort obligation is a duty imposed by law to avoid causing injury to others. It is apart from and independent of promises made and therefore apart from the manifested intention of the parties to a contract. Thus, defendant may be liable in tort when it has breached a duty of reasonable care distinct from its contractual obligations, or when it has engaged in tortious conduct separate and apart from its failure to fulfill its contractual obligations.... [W]here a party engages in conduct outside the contract but intended to defeat the contract, its extraneous conduct may support an independent tort claim." *N.Y. Univ. v. Continental Ins. Co.*, 87 N.Y.2d 308, 316, 639 N.Y.S.2d 283, 662 N.E.2d 763 (1995), as quoted in *Fillmore East BS Finance Subsidiary LLC v. Capmark Bank* 2013 WL 1294519, at *16 (S.D.N.Y. 2013, No. 11 CIV. 4491 PGG), *aff'd* (2d Cir. 2014) 552 Fed.Appx. 13.

The quote captures the gravamen of the negligence claim based on Brinks' show specialists telling Counterclaimants to fill in just their desired insurance value on their manifests. That conduct does not duplicate the breach of contract claim because it occurred before the contract was entered and Brinks' obligations under the contract encompass transportation and payment in the event of non-delivery, not how to instruct customers to fill out the manifest. When Brinks' employees undertook to provide that guidance, which no contract term required them to do, they assumed a duty to do so with due care. *Brown v. Stinson*, 821 F.Supp. 910, 915 (S.D.N.Y. 1993) (undertaking to execute a transaction imposes on the person a duty to do so with due care and duty exists once the person has "launched a force or instrument of harm"); *Nallan v. Helmsley-Spear, Inc.*, 50 N.Y.2d 507, 522, 429 N.Y.S.2d 606, 615, 407 N.E.2d 451, 459-60 (1980) (when one assumes a duty to act, he becomes subject to a duty of care); *College Auxiliary Services of State University College at Plattsburgh, Inc. Slater Corp.*, 90 A.D.2d 893, 456 N.Y.S.2d 512, 513 (3d Dept.1982) (if one acts in a professional capacity, he is duty bound to act with reasonable care). When show specialists advised their customers to write in how much insurance they wanted rather than the actual value of the merchandise, and did not tell customers it would limit their recovery, they negligently performed the duty they undertook.

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Moreover, if the contract is interpreted as Brinks claims, the negligence claim seeks damages that would be different than the damages for failure to pay what is owed under the contract. Those damages would be the difference between what Brinks claims it owes under the contract and the full value of Counterclaimants' merchandise that Brinks' negligently failed to tell them to fill in before Counterclaimants actually transmitted signed contracts to Brinks.

Sommer v. Federal Signal Corp., 79 N.Y.2d 540, 551, 593 N.E.2d 1365, 1369, 583 N.Y.S.2d 957, 961 (1992) held that an alarm company's negligent failure to report a fire alarm fell into the gray area between contract and tort, but because the duty to report arose not only from contract but from the nature of the services provided and the nature of the damaging event—a “cataclysmic” event, not a mere defect in goods sold, for example--the victim could sue in tort as well as contract. The Court stated that a tort duty exists alongside contract duties for professionals, common carriers, and bailees. Brinks thus has additional duties arising in tort independent of the contract as a bailee of Counterclaimants' merchandise. See also, *Nargi v. Parking Associates Corp.*, 36 Misc.2d 836, 838-839, 234 N.Y.S.2d 42, 45-46 (1962).

The plain language of the contract supposedly barring the negligence claim is not plain at all. At least four ambiguities exist in the provisions of §X of the contract that Brinks cites. The limitation on recovery to Declared Value applies only when the shipment is “lost” during the time Brinks is responsible for it. “Lost” is subject to at least two reasonable interpretations, one of which could be “strayed or misplaced” i.e., if Brinks simply could not find a package without knowing how it disappeared or where it went. That is something different than a felonious theft, so it is unclear if the purported contractual limitation applies to a theft. See *SS&C Tech Holdings, Inc. v. AIG Specialty Insurance Co.*, 436 F. Supp. 3d 739, 745-746 (S.D.N.Y. 2020) (Distinguishing between “lost” and “stolen” is a plausible interpretation creating an ambiguity). The term “Declared Value” also is ambiguous. The front side of the manifest calls not for the “Declared Value” or actual value, but rather for “Carriage Value,” a term that does not appear in the body of the contract but which Brinks has testified and which Brinks invoices say equates to insured value. Also “actual value” as used in the definition of “Declared Value” is ambiguous in the jewelry industry, as it could mean historical cost, current replacement cost, selling price at the jewelry shows, or full retail price, so there is no way for the customer to know what value is supposed to be the “Declared Value.” Section X(B) says Brinks will pay actual value up to Declared Value, but §X(C)(1) says the most Brinks will pay for a shipment within the United States is \$50 million, so the contract has conflicting provisions as to the maximum payable. Section X(C)(2) bars recovery of lost profits and consequential damages “whether or not caused by the fault or neglect of Brinks.” That quoted phrase does not appear in the limitation on recovery of the value of property, though, which indicates that recovery of the value of property would not be limited if “caused by the fault or neglect of Brinks.” Dismissal at the pleading stage would be inappropriate when the intent of the parties as to the meaning of these various ambiguous terms must be determined by a jury.

Matter of Part 60 Put-Back Litigation, 36 N.Y.3d 342, 165 N.E.3d 180 (2020) does not save Brinks' liability limitation for three reasons. First, the case says such clauses are closely scrutinized and must be clear and unequivocal. *Id.* at 352, 165 N.E.3d at 186. As shown above, Brinks' damage limitation clause contains multiple ambiguities. Second, the *Part 60* case upheld a damage limitation only where it was negotiated at arm's length by sophisticated parties. *Id.* at

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355, 165 N.E.3d at 188. The *Part 60* case involved a negotiated contract between Deutsche Bank and Morgan Stanley, two very large financial institutions. Brinks' contract was not negotiated but rather imposed on a take-it-or-leave-it basis in a rushed environment of closing down the jewelry show, and is illegible on the back of the manifest. Counterclaimants are not sophisticated financial entities with lawyers to negotiate or review contracts. They are mom and pop jewelers, mostly immigrants, some with very limited English skills, and almost all seniors. Third, the *Part 60* holding was limited to breach of contract claims. *Id.* at 355, 357, 165 N.E.3d at 188-190. Brinks is trying to use it to defeat a negligence claim.

Brinks' conduct in this case rises to the level of reckless disregard for the rights of Counterclaimants. It is not an accidental failure to install a working alarm or maintain a working video camera, as in the cases Brinks cites. It is a series of conscious decisions at the company level to not even supply an alarm or a camera, to use a locking mechanism thieves can compromise in seconds, to have no other anti-theft devices in effect, and to conduct no due diligence on crime at stopping points. It is also a series of conscious decisions on the part of the driver not to wake his co-driver even though the latter had more than satisfied rest regulations, to leave the merchandise unguarded for 27 minutes while he ate a meal out of view that he could have eaten in the vehicle, and to park the vehicle with easy access to the trailer rather than abutting up against another truck. *Sommer v. Federal Signal Corp.*, *supra*, 79 N.Y.2d at 555, 593 N.E.2d at 1371, 583 N.Y.S.2d at 963-964 found gross negligence on far less egregious facts.

The Fraud Claim is Viable Notwithstanding the Contract

The ambiguities in the contract also defeat Brinks' argument that Counterclaimants' reliance was not reasonable. Brinks' own authority states repeatedly that reliance is not reasonable only if it conflicts with an "unambiguously-worded agreement." *Washington Capital Ventures, LLC v. Dynamicsoft, Inc.*, 373 F. Supp. 2d 360, 365-366 (S.D.N.Y. 2005); *Jackson v. Broad Music, Inc.*, No. 06-2283, 2007 WL 2914516, at *1 (2d Cir. Oct. 5, 2007) (no reasonable reliance because of "clear language" of contract); *Morby v. Di Siena Associates LPA*, 291 A.D.2d 604, 605, 737 N.Y.S.2d 678 (2002) (contract "clear and unambiguous" so no justifiable reliance on misrepresentation as to nature of contract); *Maines Paper & Good Serv. Inc. v. Adel*, 681 N.Y.S.2d 390, 391 (1998) (no justifiable reliance when contract unambiguous and clear). Brinks' contract contains not only the four ambiguities enumerated above, but also §II(g) of the contract states that a misrepresentation of the value of the shipment may be insurance fraud, while at the same time Brinks disclaims providing insurance yet agrees to pay for the fortuity of "loss", reinforcing that the value stated should be the insurance value desired.

In the face of all these ambiguities, even if the contract were legible, Counterclaimants could not discern from the contract language what value should be filled in on the manifest and what the effect would be in the event of a theft. They needed the guidance of Brinks, and Brinks fraudulently guided them into filling in the amount of insurance desired without ever disclosing Brinks' position that the contract would limit recovery in the event of a theft to the amount written down. Therein lies the fraud: To save money in the event of a potential theft event, and to save money on security measures that are increased above a certain overall cargo value, Brinks induced Counterclaimants to list just the amount of insurance they wanted.

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As to the other fraud allegations, in *Brass v. American Film Technologies, Inc.*, 987 F.2d 142, 150 (2d Cir.1993), the Second Circuit listed three circumstances in which a duty to disclose may arise under New York law: “first, where the party has made a partial or ambiguous statement ...; and third, ‘where one party possesses superior knowledge, not readily available to the other, and knows that the other is acting on the basis of mistaken knowledge.’ ” (quoting *Aaron Ferer & Sons Ltd. v. Chase Manhattan Bank, N.A.*, 731 F.2d 112, 123 (2d Cir.1984)). Brinks certainly made a partial or ambiguous statement when it told Counterclaimants to write on the manifest the amount of insurance they desired without telling them it would be the limit of recovery and it was supposed to be the actual value of the merchandise (and at what market level actual value should be measured). Brinks possessed superior knowledge about its own security procedures, or lack of them, and about the fact that it was not using armored vehicles when its website and office photos depicted almost exclusively armored vehicles, and Brinks had to know that Counterclaimants expected armored vehicles and guarding of the goods.

Counterclaimants Have Adequately Pled the General Business Law Claim

Counterclaimants have explicitly pled consumer-oriented conduct in ¶46. Brinks’ Los Angeles office located in the heart of the jewelry industry and serving jewelers selling at jewelry displays a photo board of Brinks vehicles, attached as Exhibit 1. It shows nothing but armored vehicles. Any casual trip to or through Brinks’ website likewise reveals images of armored vehicles. See Exhibit 2. To get to the website in Brinks’ footnote, one would have to know to use “brinksglobal.com” instead of just searching for Brinks, and then one would have to come up with the four-word combination “secure-long-haul-transportation”, and even at that, one would then have to know that the trailer partially depicted was not armored.

Statements that Brinks uses the best practices in security are hardly mere puffery when viewed in the context of Brinks securing tens of millions of dollars of jewelry with a simple padlock in a hasp compromised in seconds. Such statements are highly misleading. Brinks’ argument that it provides security by means of such a lock and with armed guards ring hollow when the hasp takes about six seconds to cut through and the guards routinely leave the goods unguarded. Charging a fee for security with undisclosed knowledge that the goods could be unguarded for a half-hour at a time misleads customers about whether the goods will be secured.

Counterclaimants Have Adequately Pled a California §17200 Claim

Counterclaimants pled a claim under California Business & Professions Code §17200 as an alternative to the General Business Law Claim. If the parties agree or the Court rules that GBL §349 can apply where the services were purchased, the goods delivered, the transportation occurred, and the theft happened in California, then there is no need for the §17200 claim. If the claim is needed, Counterclaimants have sufficiently pled it. They meet the fraudulent practice prong because Brinks fraudulently induced them to state a value less than the full value of their goods, and Brinks’ contract is rife with ambiguities that would confound any jeweler trying to understand it. They meet the unfair prong because in a consumer context, “an ‘unfair’ business practice occurs when that practice ‘offends an established public policy or when the practice is immoral, unethical, oppressive, unscrupulous or substantially injurious to consumers.’” *Bardin v. DaimlerChrysler Corp.* (2006) 136 Cal.App.4th 1255, 1268, 39 Cal.Rptr.3d 634, 642. The *Cel-*

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Tech case Brinks cited only applies in cases involving competitors alleging unfair practices, not consumers. *Bardin, supra*, 136 Cal.App.4th at 1265.

The Request for Punitive Damages Should Remain

The Court should leave the request for punitive damages untouched. As discussed above, Counterclaimants have adequately alleged fraud, and that should support punitive damages.

Respectfully submitted,

/s/ Steven C. Shuman

STEVEN C. SHUMAN

SCS:mf

#466984

cc: Counsel of record (via SDNY ECF)

EXHIBIT 1



EXHIBIT 2

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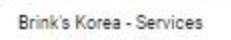
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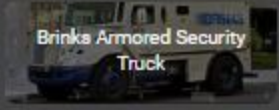


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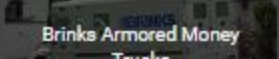
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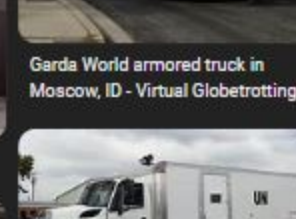
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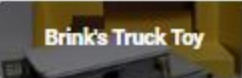
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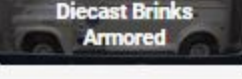
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